



Tendinte si schimbari in logistica

Tg Mures 4-5 Jun

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FM Logistic

FM → LOGISTIC



FM Romania

Who we are

FM Romania – who we are - key figures

2003

start activities

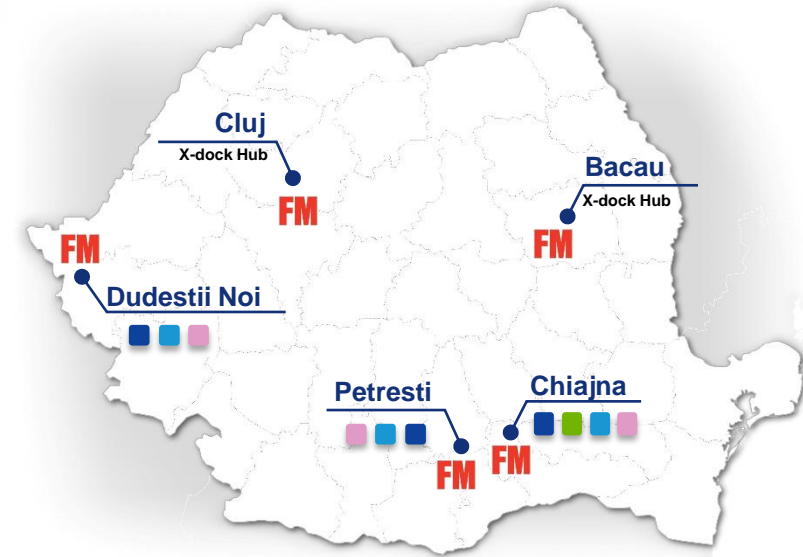
450

employees

5

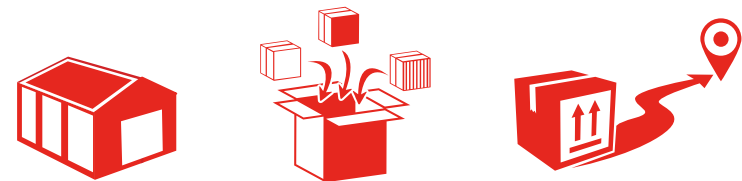
distribution hubs

50,000 m²



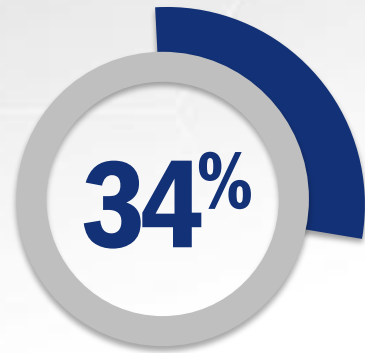
-  Platformes
-  Transport
-  Co-packing
-  FM Health

FM ROMANIA

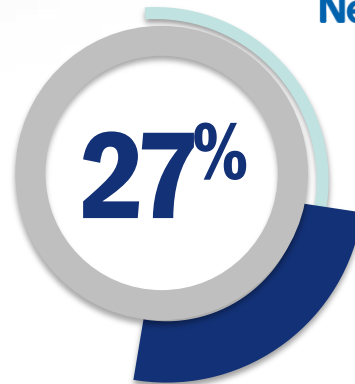


References per industry

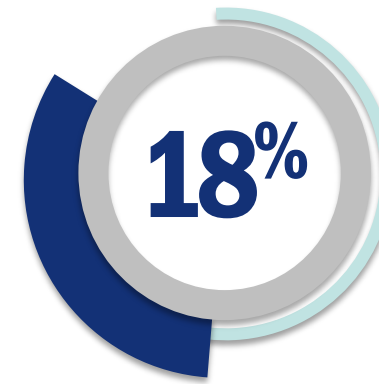
RETAIL



FOOD



OTHER SECTORS



LUXURY & COSMETICS



HEALTH



HPC



Key information about Transport in Romania

5

offices

80,000

destinations

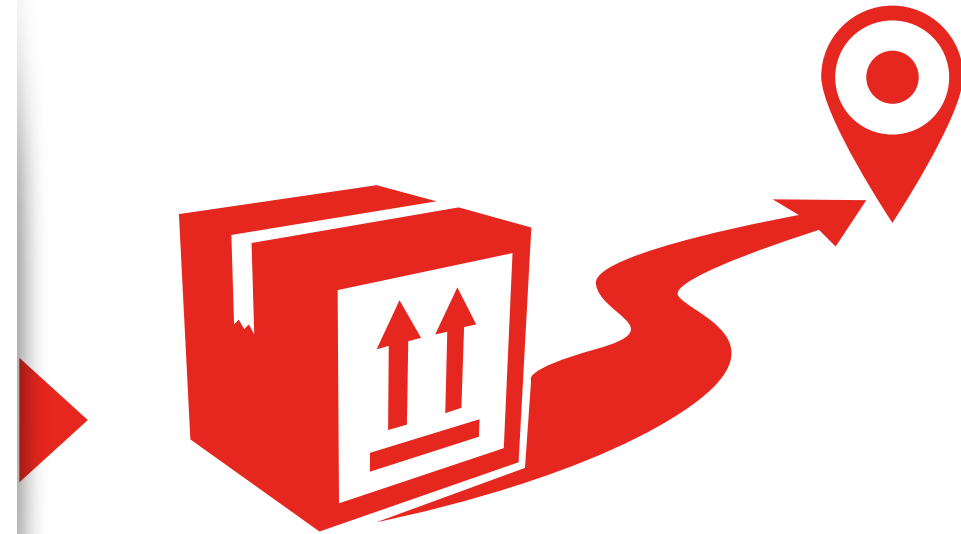
90,000

shipping/ year

1,800,000

*transport units/
year*

TMS Chainware



**TRANSPORT
& DISTRIBUTION**

FM → LOGISTIC

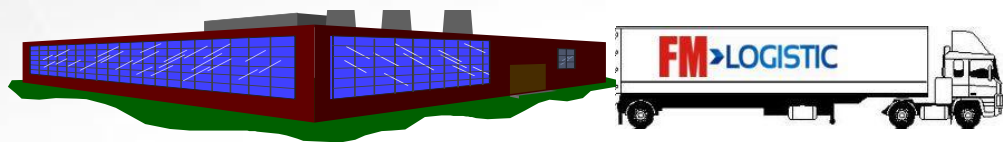


Provocarile schimbarii

Si solutiile adoptate

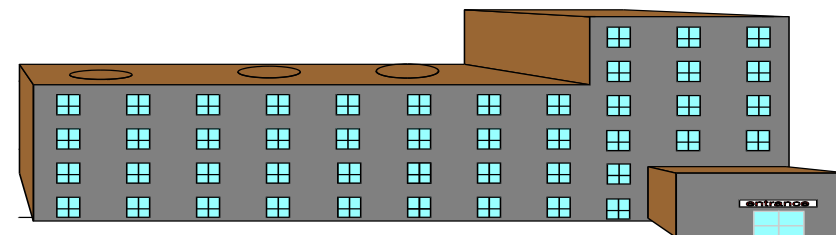
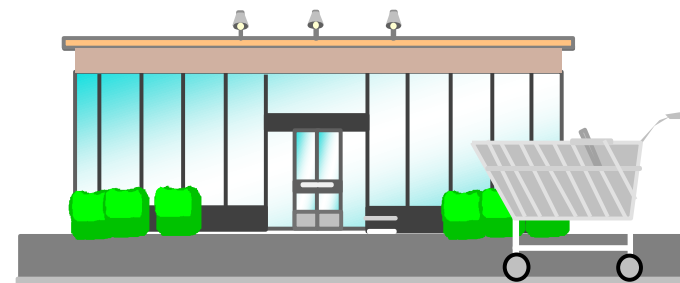
...inceputuri...

DC to IKA & Distributors



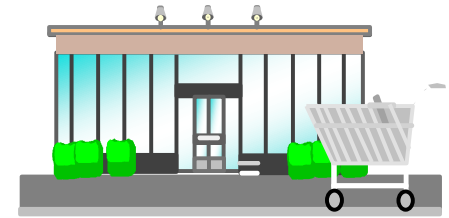
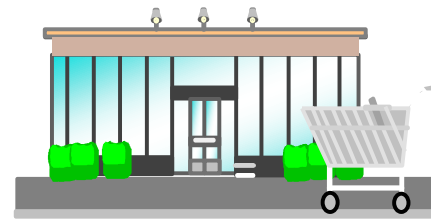
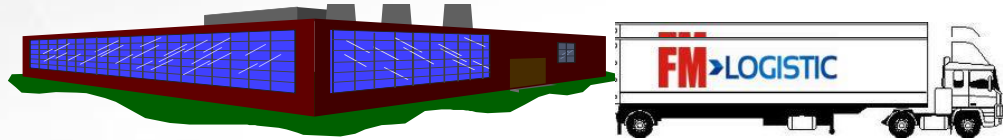
La inceput IKA predominant erau magazine Cash& Carry, de unde se aprovizionau cei cu magazine sau chioscuri

In paralel functionau firme de distributie care faceau livrari in teritoriu



...continuarea...

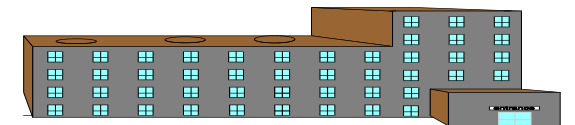
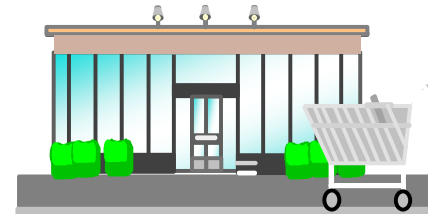
DC to IKA & Distributors



Apoi s-au inmultit IKA, au aparut hyper- si super-marketurile, care au inceput sa inlocuiasca pe cei din comertul traditional

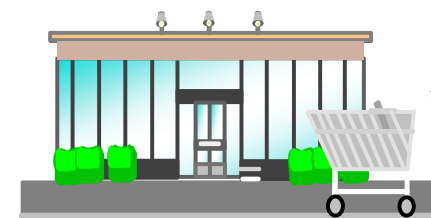
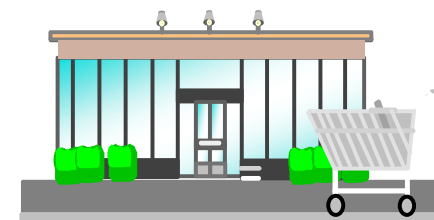
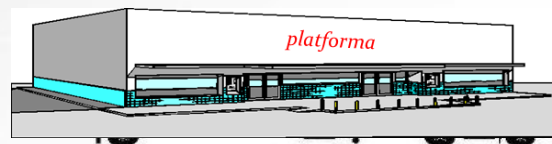
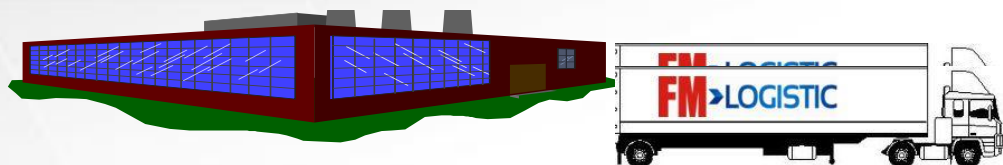
Firmele de distributie care faceau livrari in teritoriu au inceput sa dispara sau sa fuzioneze

Transportul a inceput sa ceara tot mai mult solutii de multidrop



...si continuarea...

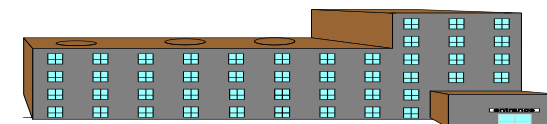
DC to Platforms, IKA & Distributors



Apoi IKA din nevoia de optimizare au deschis platforme.

Criza aparuta intre timp a indus optimizarea stocului ceea ce a dus la diminuarea volumelor

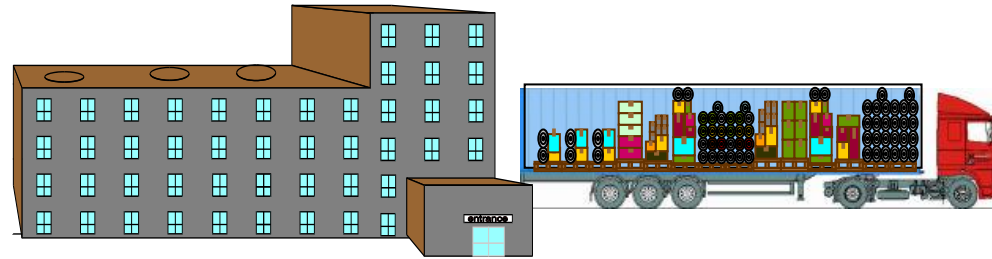
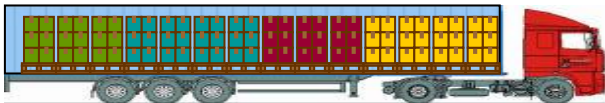
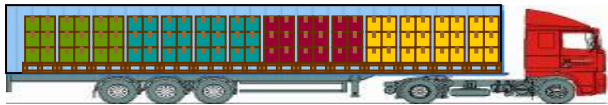
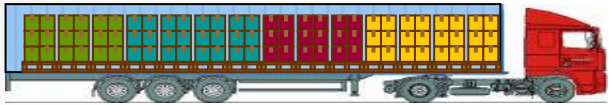
Iar volumele mici au crescut cererea de grupaj



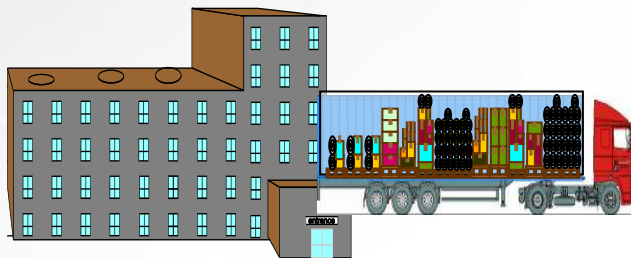
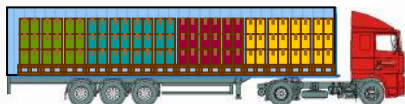
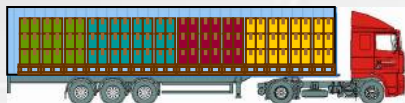
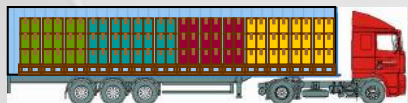
in platforma

Optimizarea stocului si nevoia de just in time a impus in cele mai multe platforme aparitia Xdock-ului

De asemenea optimizarea pregatirii marfii pe magazine a dus la o folosire mult mai Judicioasa a camioanelor – asa ca au aparut camioanele cu dubla temperatura



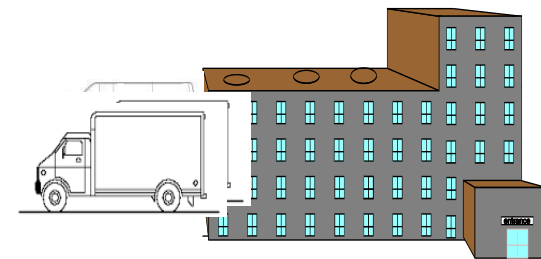
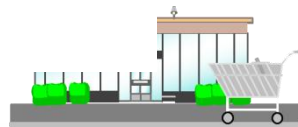
... optimizari



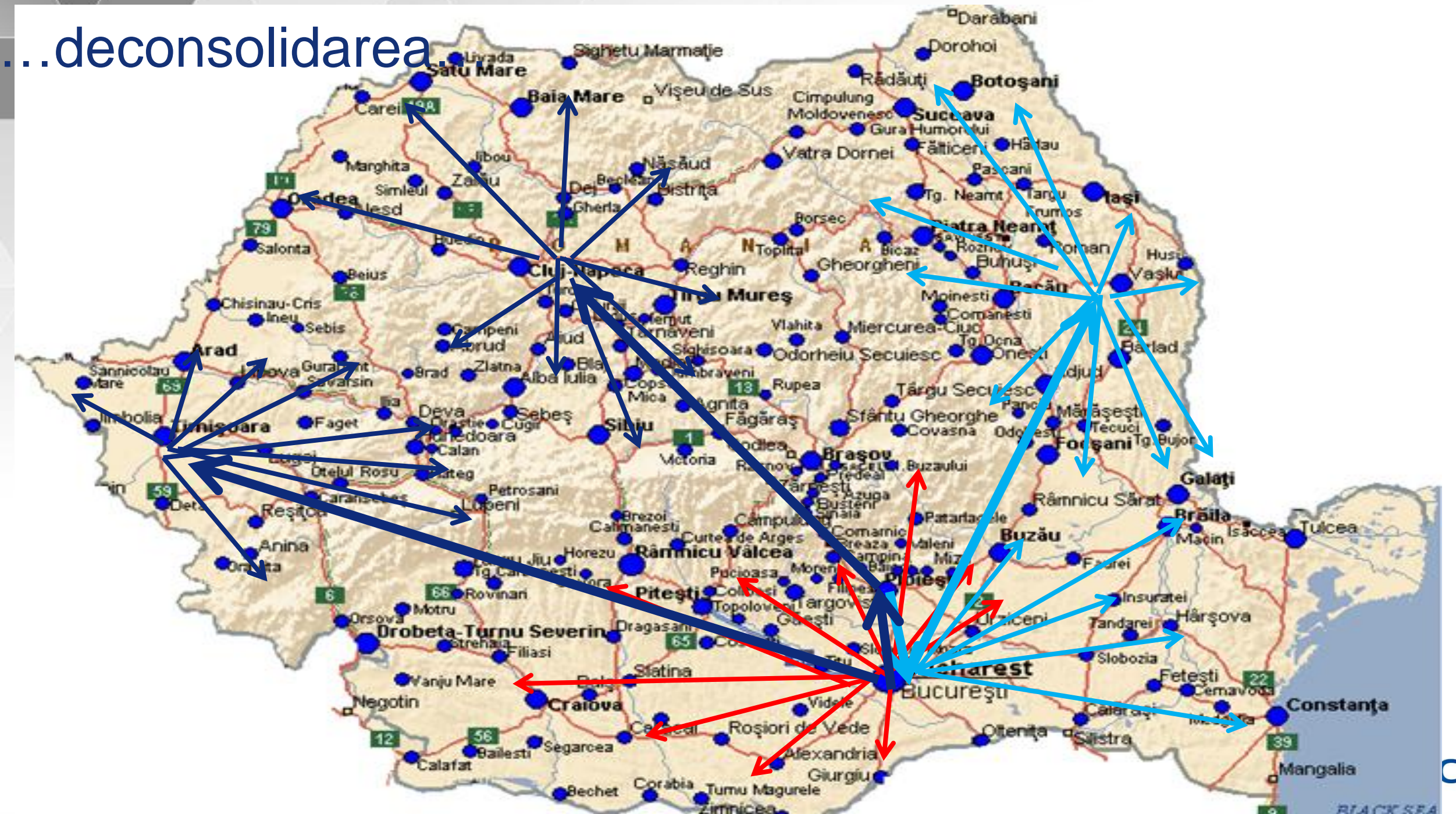
Presiunea primariilor pentru reducerea numarului de camioane in orase a dus la o provocare suplimentara – distributia cu masini de tonaj mic in orase



Sau faptul ca IKA este reprezentat de supermarketuri mici, care trebuiesc aprovizionate cam la aceeasi ora, a impus o solutie de deconsolidare a marfii pregatite in platforma intr-un hub de proximitate si livrare cu masini mici



...deconsolidarea



Ce credem noi ca ne rezerva viitorul?

1 - Stocul costa, deci logistica va fi sub presiune sa faca si mai multa optimizare

- asta inseamna ca va creste nevoia de grupaj

- vor apare din ce in ce mai multe elemente de JIT

- si e o chestiune de timp pana cand in platforme se va discuta de VMI

- Pentru transport asta inseamna ca rutele lungi vor fi deservite cu camioane mari, iar camioanele mici si vanurile vor fi folosite pe distante din ce in ce mai scurte

2 – Presiunea pe ecologie si aer curat va cere motoare mai curate. Iar in orase distributia va fi facuta cu camionete electrice

3 – Vom avea autostrazi! Deci va scadea timpul de tranzit, si vor putea fi respectate ferestrele de incarcare & descarcare

4 – Retailul se va consolida, si vor ramane in jur de 4-5 retele mari care sa controleze comertul modern, cu efectele aferente in logistica si transport – si mai multa optimizare

5 – Comertul traditional va deveni qvasi regional, cu nevoi minime de logistica si transport

Multumesc!